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NEW ZEALAND

*A Guide
for Canadian Exporters*



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NEW ZEALAND

A Guide for Canadian Exporters

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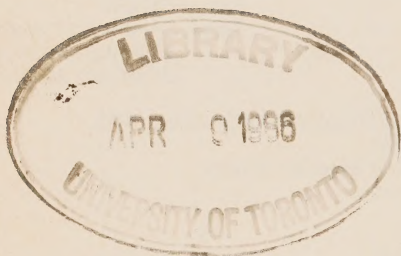
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I. THE COUNTRY

Geography and Climate

New Zealand is situated in the southwest Pacific Ocean just west of the international dateline. As the crow flies, it is some 1,600 km from Australia, 9,000 km from Tokyo and Singapore and slightly more than 11,000 km from Vancouver. New Zealand has a combined land area of 269,000 km². The coastline is 6,400 km long, indented with numerous bays and coves.

New Zealand is made up of two main islands: North Island (114,687 km²) and South Island (150,460 km²), as well as Stewart Island, the Chatham Islands and a few minor islands. The two main islands are separated by Cook's strait and are each less than 450 km at their widest point, with a chain of mountains running through each one. The rivers therefore, are short and turbulent and the amount of land available for cultivation limited. Pasture land, however, is ideally suited to grazing.

The climate in the extreme north is subtropical, while in the arid portion of South Island it is almost continental. The major cities are subject to strong westerly winds. Other factors which influence the climate of New Zealand are its position in the midst of a vast ocean, its shape and topography. Summers are rarely uncomfortably hot and winters, except in the far south, are usually short and mild. Generally, sunshine and rainfall are spread evenly throughout the year.

New Zealand's climate is similar to that of the Pacific Coast between Los Angeles and Vancouver, with much the same seasonal variations.

History and Form of Government

New Zealand was discovered in 1642 by the Dutch navigator Abel Tasman and was inhabited solely by Maoris (the original Polynesian indigenous race). It was not until 1769 that detailed exploration was begun by Captain Cook. The first European settlers arrived in 1792. Whaling stations were organized along the coast, but permanent settlement was not estab-

lished until 1840 on the site of present-day Wellington. In 1861, gold was discovered on South or "Jade" Island, leading to a large influx of people from many parts of the world. Representative institutions were granted to New Zealand in 1853 and Dominion status was achieved in 1907. Complete autonomy from Britain was not gained until 1947 when the Statute of Westminster (1931) was formally adopted by the New Zealand government.

New Zealand is an independent member of the Commonwealth. The reigning monarch, Queen Elizabeth II, is represented by a governor-general, appointed for a term of five years.

The political system is democratic and modelled after that of Britain. The 92 members of the House of Representatives are elected by universal adult suffrage for three year terms. Citizens can vote at 18 years of age. There is no Upper House or Senate. Wellington is the capital and seat of government. The major political parties are the Labour Party and the National Party.

Human Resources

The population of New Zealand is approximately 3.2 million (1981), of which some 280,000 are of Maori descent. Population is concentrated mainly in urban areas. With a growth rate close to zero, the population is not expected to pass the four million mark before the middle of the 21st century. Approximately 73 per cent of New Zealanders live on North or "Smoking" Island.

Principal Cities

Population (1981 estimates)

North Island

Auckland	770,000
Wellington	321,000
Hamilton	150,000

South Island

Christchurch	322,000
Dunedin	114,000

Auckland is the chief industrial centre, followed by Wellington and Christchurch. Wellington has been likened to Ottawa and Auckland to Toronto or

Montreal. More than one-half of New Zealand's 50 top companies are based in Auckland.

English is the only language universally understood by businessmen. There is no official state church, although the majority of the population is Christian.

Local Customs

Since most New Zealanders are of European origin, the Canadian visitor will usually feel quite at home.

General Information

Public Holidays —

New Year's Day — *January 1*

New Zealand statutory holiday — *January 2*

Waitangi Day — *February 6*

Good Friday to Easter Monday — *March or April*

Anzac Day — *April 25*

Queen's Birthday — *June (first Monday)*

Labour Day — *October (fourth Monday)*

Christmas and Boxing Day — *December 25 and 26*

Weights and Measures — Conversion to the metric system has been completed and is almost universally used.

Electricity — New Zealand uses the Multiple Earthed Neutral System, i.e., system earthed (grounded) at all consumer, as well as generating points.

Distribution: 33 KV and 11 KV 50 Hz.

Consumer supply: 11 KV, 400 V and 230 V 50 Hz

11 KV (3 phase)

400 V (3 phase and Neutral)

230 V (3 phase and Neutral)

New Zealand, Australian, British Standard Specifications and some IEC (e.g., IEC72 Electrical Motors) are acceptable, as are U.S. Underwriter's Specifications for use in hazardous locations.

Local Time — Standard New Zealand Time is 17 hours ahead of Ottawa (Eastern Standard Time). For example, 12:00 noon (Standard New Zealand Time) on

the 12th equals 7:00 p.m. EST in Toronto on the 11th. The time difference varies with the introduction of daylight saving time in New Zealand (November to February) and in Canada (April to October).

Postal Service, Telephone and

Telecommunications — New Zealand has an efficient postal service with a large number of post offices. Air mail to Canada takes from seven to ten days, while mail and parcels sent by surface mail take approximately one month.

Business and Banking Hours —

Banks: 10:00 a.m. to 4:00 p.m.

Monday to Friday

Closed on statutory holidays.

Shops: 9:00 a.m. to 5:30 p.m.

Monday to Friday

Shopping to 9:00 p.m. on Thursdays or Fridays depending on locality.

Shops in the major centres are usually open until noon on Saturdays.

Industrial premises are open five days a week during normal business hours. Government offices are open from 8:30 a.m. to 5:00 p.m. The Canadian High Commission in Wellington is open from 8:30 a.m. to 4:30 p.m. all year round.

Health — No special health precautions are necessary. All local water supplies are potable. All food supplies meet strict New Zealand government regulations.

Clothing — Canadian spring and fall clothing is suitable year-round. Suits are recommended for evening wear. It is advisable to carry a raincoat and sweater during the winter months (June to August).

II. THE ECONOMY

New Zealand is one of the world's most efficient pastoral and agricultural nations. The farming sector, extensively mechanized, employs about 10 per cent of the labour force, and is responsible for some 12 per cent of the gross domestic product. Total livestock is estimated at 60 million sheep and 10 million cattle, of which 3 million are dairy. Although some wheat, barley and high-grade grass are grown, considerable diversification into high value horticultural crops has taken place.

Mining activity is based on coal, natural gas, oil condensate, iron, sand and limestone extraction. New Zealand possesses especially promising natural gas fields. A number of international companies are involved in oil exploration on land and on the continental shelf. By 1990, half of New Zealand's transportation fuel requirements will be supplied by domestically produced synthetic petrol, from natural gas, compressed natural gas (CNG) and liquified petroleum gas (LPG).

The manufacturing sector — aided by government incentives — has been rapidly expanding in recent years. Medium-size and small companies dominate the sector. Leading industries include forest products (timber sourced mainly from extensive radiata pine plantations), food products, textiles, and metal goods. Among the export-oriented industries, pulp and paper products, profiting from the growth of the forestry sector, have strongly increased with exports currently amounting to about NZ\$613 million (NZ\$1 = Cdn\$ 0.82 approx.). This is about 10 per cent of New Zealand's total export earnings. In the past 10 years, New Zealand's manufactured exports have increased from virtually zero to more than NZ\$1 billion.

New Zealand's gross national product is approximately NZ\$35.8 billion in 1983-84, with per capita income of NZ\$11,545 (Cdn\$9,500). Per capita income in Canada (1983), by comparison, is almost \$12,000.

III. COMMERCIAL INFORMATION

Federal Help to Canadian Exporters

The Government of Canada offers two trade promotion programs in support of its objective of developing Canadian exports.

- (1) Promotional Projects Program (PPP) under which the Department of External Affairs plans and implements promotional projects abroad.
- (2) Program for Export Market Development (PEMD) under which the Department of External Affairs makes reimbursable loans to firms in order to cover the cost of developing an export capacity which would not otherwise be developed.

Trade fairs abroad, missions and Canadian trade missions are planned, organized and carried out under the PPP. Examples of this activity are: Canadian participation in international trade fairs, organization of solo exhibitions, in-store promotions, organization of technical seminars and trade missions abroad, and sponsored visits to Canada designed to stimulate the sale of Canadian products in export markets.

In contrast to the activities under the PPP, PEMD projects originate in the private sector rather than through government initiatives. The PEMD consists of a number of sections, each of which is responsible for support to a specific phase of market development: preparation of project submissions, visits by foreign buyers, market definition, and participation in trade fairs. Regardless of the section of the program, companies are encouraged to develop their own export markets systematically. Consult the PEMD brochure for more details.

For further information on the PPP and the PEMD, contact the Pacific Trade Development Division, Department of External Affairs, Ottawa (see address on title page).

Of importance to Canadian businesses is the Export Development Corporation (EDC). The EDC is a crown corporation, and its purpose is to stimulate, facilitate

and increase Canadian exports by providing credit insurance, guarantees, loans and other forms of financial assistance to enable exporters to compete internationally. For more information contact:

Export Development Corporation
110 O'Connor Street
P.O. Box 655
Ottawa, Ontario
K1P 5T9

Tel.: (613) 237-2570

Marketing

Representation

Goods are imported into New Zealand in a variety of ways. As in Canada, New Zealand importers generally fall into the following categories:

- direct users (government, industry)
- importers and distributors (wholesalers, department stores)
- agents.

Obviously, a variety of combinations are possible. For example, the government may use a specialized private agency, or a large retailer may deal with an importer and distributor. Canadian exporters should, therefore, first determine the most appropriate sales vehicle for their products.

Despite its relatively small population, New Zealand offers a substantial market for a wide range of manufactured and semi-manufactured products. There are hundreds of importers, either existing or potential, who are interested in such products, and while some firms may purchase quantities worth only several thousand dollars, other firms spend millions of dollars. Canadian exports of manufactured or semi-manufactured products account for more than 54 per cent of our total sales to New Zealand. In 1982, our exports to New Zealand amounted to 157 million dollars and the possibilities for further expansion are growing constantly.

Auckland is the business capital and the largest city in New Zealand. Many Canadian exporters may choose to look for a representative there, although it is quite possible that Wellington, as the national capi-

tal, might be a more appropriate location, especially for sales for which the government is the main customer. Exporters should also look at cities like Christchurch or Dunedin for regional representation or for sales of certain specialized products.

In most cases, it is essential to have a local representative in New Zealand, both for the sake of sales over the long term and for negotiating joint ventures. New Zealanders frequently resent foreign importers represented by Australian agents.

Customs Regulations and Documentation

Tariff

The New Zealand Customs Tariff is based on the Customs Co-operation Council Nomenclature (CCCN).

The tariff provides for the assessment of duty under two headings: Normal tariff or Preferential tariff. Normal (most favoured nation) tariff rates apply to all countries excepting those entitled to preferential tariff rates on many products.

Exclusions from the requirement to pay duty are defined in the publication "Decisions of the Minister of Customs Relating to the Customs Tariff of New Zealand". This publication lists tariff item numbers and products which qualify for concessionary entry and which in general may be admitted free of duty from all sources.

Unless stipulated in the tariff, or if concessionary entry applies, duty is assessed as a percentage of the current domestic value of the goods concerned.

Because the determination of a tariff item number is directly related to the application of import controls (if any), it is advisable to obtain a tariff item ruling for any new product which is being introduced to the New Zealand market.

Tariff Preferences

To qualify for preferential rates of duty, goods must be:

- (a) wholly Canadian products;
- (b) wholly manufactured from materials that are either raw materials or partly manufactured materials, if

these are of a type specifically provided for in the New Zealand tariff (a list of such materials can be obtained from New Zealand Customs or through the Canadian High Commission, Wellington);

- (c) partially manufactured in Canada, provided the final manufacturing process was performed in Canada and at least half of the factory or works cost of the article in its finished state is of Canadian origin and/or that of another preferential country, except Britain.

Concessionary Entry

Upon receipt of an application, the New Zealand Department of Customs may grant concessionary entry of "free from all sources" for products not available locally. If granted, preferential margins are temporarily suspended for the duration of the order.

Value for Duty

Since July 1, 1982, value for duty is assessed in light of the principles of the GATT Agreement on value for duty. This agreement provides for an assessment system under which value for duty is established essentially on the basis of the actual price paid or chargeable for the imported goods.

Documentation

The official invoice and accompanying certificates are usually combined into one form which includes invoice, certificate of value and certificate of origin.

Documents should be carefully prepared and include all relevant information. This is particularly important where the goods in question qualify for preferential rates of duty.

Sample forms and detailed explanation for exporters are contained in the pamphlet "Information for Exporters to New Zealand", available from the Canadian High Commission, Wellington, or from the New Zealand Department of Customs, Private Bag, Wellington.

Import Controls and Licensing

Import controls were first introduced in New Zealand in 1933 as a measure to conserve foreign exchange reserves. Import controls have since been used by the government to protect domestic industries and local jobs, and as one of the tools for balance of payments management.

The Import Licensing Schedule is published each April and covers the period from July 1 to June 30.

All imports fall into one of the following three categories:

- (1) "E" Items — Goods which are exempt from licensing requirements.
- (2) "Basic" Items — Items where the Schedule provides a percentage allocation based on either the amount of the import licenses issued during the previous import period or on the amount of actual imports during a previously specified period. Licenses under this category are issued automatically.
- (3) "C" Items — Items for which licence applications will be considered on an individual basis.

Goods imported into New Zealand without a licence, where such is required, are subject to forfeiture and the importer is liable to penalties provided under law. Canadian exporters are therefore advised to request more information on this subject from the Pacific Trade Development Division (Department of External Affairs, Ottawa) or the Canadian High Commission in Wellington.

A submission system for certain products has recently been introduced on an experimental basis. This system departs from the procedure of licences being issued to those New Zealand companies with a record of involvement in importing.

Licences may be applied for only by companies or individuals who are residents of New Zealand.

Other Restrictions

New Zealand depends on the export of agricultural products for its livelihood. Therefore, to avoid the accidental introduction of disease, stringent regula-

tions are maintained on the importation of a wide range of animal and plant products. Canadian exporters of products in these categories should familiarize themselves with these regulations before undertaking major promotional programs. These special regulations include:

- Food and Drug Regulations
- Technical Standards
- Merchandise Marks Act
- Quarantine of Plants Regulations
- Importation of Agriculture and Vegetable Seeds

Packing Materials

Under the regulation covering the import and export of forest products, all imports and exports of construction lumber and forest products must be entirely free of bark, insects and mould. Such imports are inspected on arrival at a New Zealand port and, regardless of any certificates issued, are subject to treatment if deemed necessary by a health official.

Wooden packing materials destined for New Zealand must meet the following criteria:

Item 3, regulation 8 stipulates that: "It is prohibited for any person to import into New Zealand any case, crate, pallet or container of wood or plywood, unless:

- (1) the container has been entirely freed of bark and any sign of infection;
- (2) the container is accompanied by the following declaration:

"The construction lumber used in packing was stripped of bark and showed no sign of the presence of insects or mould at the time of shipping.

Signed:

Date:

Exporters who use cartons, bales or other containers which are not made of wood are requested to declare on each copy of the invoice that their containers contain no wood.

It is often necessary to obtain a health certificate from Agriculture Canada for exports of plants, plant products, animals and products of animal origin. For

information on the conditions which must be met in each case, exporters intending to export such types of products are advised to contact the Health of Animals Directorate (animals and products of animal origin) or the Plant Products and Quarantine Division (plants and plant products) of Agriculture Canada, either in Ottawa or at one of the regional offices.

Commercial Samples

New Zealand has recently signed the Customs Convention regarding A.T.A. carnets for the temporary admission of merchandise. The carnet system greatly facilitates the sending of commercial samples, professional equipment and related equipment. More information on the carnet system may be obtained from the issuing office, The Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montreal, Quebec.

Exchange Control

Currency and Exchange Rates

The monetary unit is in the New Zealand dollar. The following denominations are in circulation:

COINS: one, two, five, 10, 20 and 50 cents

NOTES: one, two, five, 10, 20 and 100 dollars

The value of the New Zealand dollar is fixed daily by the Reserve Bank of New Zealand using a "basket of currencies" concept. Currencies of the country's major trading partners are included in the basket and weighted. As a result, the New Zealand dollar "floats" to the extent that its value can and does gradually change in relation to other major currencies.

On December 1, 1983, the New Zealand dollar was equal to Cdn\$0.8183. The daily exchange rate is available from most Canadian banks.

Exchange Control

All remittances through the banking system to overseas countries are controlled by the Reserve Bank under the Exchange Control Regulations of 1978. To facilitate payments for imports, the Reserve Bank has given a general authority to trading banks to remit money overseas, provided:

- (a) an import licence carrying an exchange availability (not a no remittance licence) is held if the goods

have not been exempted from the requirement of a licence;

- (b) the goods have been exempted from the licensing regulations;
- (c) in both cases, a full set of shipping documents, including a bill of lading, invoice, and where appropriate, an insurance certificate, etc., is presented to the trading bank making the remittance.

Canada-New Zealand Shipping Services

From Eastern Canadian Ports:

Associated Container Transportation (Canada)
(Pacific America Container Express)
410 Nicholas Street
Montreal, Quebec H2Y 2P5

Container service sailing from Saint John approximately twice monthly to Auckland and Wellington.

Columbus Line (Canada) Ltd.
1155 Dorchester Boulevard West
Montreal, Quebec H3B 3V6

Container service sailing from Halifax approximately every three weeks to Auckland, Port Chalmers and Wellington.

Atlanttrafik Express Service
c/o Barber Steamship Lines
500 St. James Street West
Montreal, Quebec H2Y 1S1

General cargo and container service from Saint John (New Brunswick) once per month to Auckland, Wellington, Christchurch and Dunedin.

From Canadian Pacific Coast Ports:

Columbus Line c/o Bakke Steamship Corp.
1075 West Georgia Street
Vancouver, British Columbia

Container service sailing from Vancouver approximately every two weeks to Auckland and Wellington.

Farrell Line
c/o Anglo Canadian Shipping (Westship) Ltd.
200 Granville Street
Vancouver, British Columbia V6C 1C2

LASH, general cargo and container service sailing from Vancouver approximately twice monthly to Auckland.

Other New Zealand destinations may be served via feeder service or overland transportation.

Infrastructure, Transportation and Communications in New Zealand

Rail: Almost all major population centres in New Zealand are served by an extensive rail network of about 4,800 km. Almost all services are provided by New Zealand Railways, a state-owned company. Freight cars of all types are available for any kind of product, including bulk raw materials and containers. There is an efficient rail/ferry service linking the two islands.

Road: In addition to the railway network, products can reach consumers over more than 96,000 km of highways. A large fleet of trucks and other commercial vehicles offers growing competition to the railways.

Air: The national airline, Air New Zealand, and its subsidiary, Safe Air Ltd., are the major domestic airlines. Safe Air Ltd., which operates mainly freight services, serves the Chatham Islands as well as New Zealand.

Calls for Tender

On December 20, 1982 the New Zealand government introduced a series of requirements for the mandatory involvement of New Zealand professional services in future major development projects. Specifically, the new policy requires a minimum involvement of 30 per cent measured in man/hour terms by New Zealand professional service organizations in engineering, architecture, surveying, quantity surveying and construction management. This policy will be administered jointly by the Department of Trade and Industry and the Ministry of Works and Development. These two Departments will meet with the intending project developers to ensure, prior to project approval, that the policy requirements have been met as much as possible.

For all government contracts and all publicly financed purchases from overseas suppliers which are likely to exceed NZ\$2 million in value, invitations to tender

include an invitation for tenderers to submit proposals on offset and/or counterpurchase arrangements. In the case of purchases likely to exceed NZ\$3 million, an invitation to submit proposals on deferred credit is also included. Overall responsibility for the assessment of counterpurchase and offset proposals is undertaken by the Department of Trade and Industry.

Labour Force

The New Zealand labour force numbers some 1.2 million, with a generally high level of education and training. The labour force is highly unionized; approximately one-half of it is covered by collective agreements which fall within the purview of the Industrial Relations Act 1973.

The average work week is 40 hours and most industries work a five-day week, Monday to Friday. All collective agreements provide for overtime bonuses. Annual vacations are normally three weeks in length and an additional week is traditionally given to long-service employees. A comprehensive system of social security has been built up over the years.

Foreigners working in New Zealand, with the exception of Australian citizens and citizens of other countries who are in possession of an Australian permanent resident's permit, require an entry permit and a work permit. Work permits are generally issued for an additional period of six months and are renewable for an additional period of six months. Permits for extended periods are, however, normally granted to applicants who possess special skills not generally available in New Zealand.

Advertising and Promotion

The usual facilities and media used in Canada are also available in New Zealand. Advertising literature should be in English, with measurements in metric. The Canadian company's name, complete address, telephone and telex numbers should be clearly printed on all promotional material.

Price Quotations

Importers normally prefer c.i.f. quotations, although the provision of f.o.b. prices enables comparison of

various shipping alternatives. Quotations are normally acceptable in either Canadian or New Zealand dollars.

Usual Methods and Terms of Payment

Most Canadian exporters quote sight draft against documents. Credit arrangements vary, depending on the particular agreement reached between the parties concerned.

Banking Facilities

New Zealand has a highly developed branch banking system which provides complete banking services both domestically and internationally. The five major trading banks are:

Australia and New Zealand Banking Group Ltd.	
27-35 Mercer Street	Corner Queen and
P.O. Box 1492	Victoria Streets
Wellington, New Zealand	Auckland, New Zealand
Tel.: 738-622	Tel.: 733-490
Telex: 3385	Telex: 2561

Wespac Banking Corporation
318 - 324 Lambton Quays 1
P.O. Box 1298
Wellington, New Zealand
Tel.: 738-008

Bank of New Zealand	
Corner Lambton and	
Customhouse Quays 1	
P.O. Box 2392	70-84 Queen Street
Wellington, New Zealand	Auckland, New Zealand
Tel.: 725-099	Tel.: 774-700
Telex: 3344	Telex: 2816

National Bank of New Zealand Ltd.	
170-186 Featherston St.	Corner Jean Batten Place
P.O. Box 1791	and Shortland Street
Wellington, New Zealand	Auckland, New Zealand
Tel.: 725-099	Tel.: 770-680
Telex: 3344	Telex: 2381

Post Office Savings Bank	
49 Willis Street	Queen Street
Wellington, New Zealand	Auckland, New Zealand
Tel.: 729-799	Tel.: 792-200
Telex: 31060	

Canadian exporters should contact their Canadian bank to obtain the name of its corresponding bank, and request the New Zealand importer to deal with the nearest branch of the same bank.

Patents and Trademarks

Canadian exporters are advised to patent their inventions and register their trademarks in New Zealand. All applications should be made directly to the Commissioner of Patents, Patents Designs and Trademarks Office, Justice Department, Departmental Building, Stout Street, Wellington, New Zealand; or through a patent attorney or solicitor in New Zealand.

Patents — Application for patent is made by the inventor, his assignee (individual, firm or corporation) or any legal representative. To be eligible for patent, the invention must not have been publicly used, sold, described in a printed publication published in New Zealand, or otherwise disclosed prior to the filing date.

Patents are issued for a period of 16 years from the date of receipt of complete specifications. Renewal fees are payable annually from the end of the fourth year.

If a patented invention is not worked in New Zealand within three years from the date the patent was sealed, interested parties may be granted compulsory licences.

Trademarks — Trademarks are registered under the Trademarks Act of 1953 for a period of seven years from date of application and are renewable for a further 14 years. Applications for renewal should be made within 12 months prior to expiration of the previous period of registration.

Investment

The government of New Zealand encourages foreign investment on a selective basis, especially in the establishment or expansion of industries using high technology or management techniques which will strengthen the economy and increase the country's export potential. Certain basic sectors are under the control of the national government or local authorities (electricity generation and distribution, railways, air

transportation, urban transit systems and postal and telecommunications services) and are closed to foreign investors.

Foreign firms require the approval of the New Zealand authorities to establish a company or branches in the country. Applications are governed by the Overseas Investment Act 1973, which set up the Overseas Investment Commission to administer the Act.

For more details, contact the Canadian High Commission, Wellington or the New Zealand High Commission, Ottawa.

Types of Commercial Organizations

The main types available to Canadian investors wishing to do business in New Zealand are:

- Company (corporation)
- Branch of a foreign corporation
- Association
- Joint venture
- Sole ownership.

Each category is sub-divided into a number of sub-classifications, each involving complex regulations. It is advisable to seek advice from a reputable legal firm before undertaking negotiations with a view to establishing a business in New Zealand.

Taxation

A new Canada–New Zealand agreement to avoid double taxation came into force in 1981. New Zealand residents are subject to tax on income derived from any country but they receive credit for foreign tax paid. Non-residents are also subject to tax on income derived from New Zealand sources. As in Canada, taxes are levied on corporations and on individuals. For more information, contact the Inland Revenue Department, which administers the following acts:

- Income Tax Act 1976
- Estate and Gift Duties Act 1968
- Stamp and Cheque Duties Act 1971.

New Zealand Rules Governing Exports

All exports from New Zealand require a licence issued by the Department of Customs. This is primarily an administrative procedure designed to enforce the exchange control regulation that the money involved must be returned to New Zealand through the banking system within six months of the transaction, or within fourteen days after the receipt of the funds. However, there are exceptions to this procedure.

The government permits transfers of capital, loans, dividends, interest, royalties and service charges out of New Zealand, provided the initial transaction was authorized by the Overseas Investment Commission or the Reserve Bank.

There is also an export incentive system based on tax deductions on income derived from the sale of exported products.

IV. YOUR BUSINESS VISIT TO NEW ZEALAND

Services Offered by the Canadian High Commission

The Commercial Division of the Canadian High Commission in New Zealand supplies the link between Canadian and local companies and provides a vast range of services. The Trade Commissioner looks for business opportunities of potential interest to qualified Canadian companies and conducts market surveys on behalf of Canadian exporters. The Trade Commissioner also contributes to the marketing effort with recommendations and advice regarding the choice of agents, methods and publicity. Provided sufficient notice is given in advance of your visit, the Commercial Division will arrange meetings with the appropriate people and act as a mail drop. In the event of commercial litigation or legal problems, the Trade Commissioner can also advise Canadians who are already established in the market.

Anyone planning a business visit should give the Trade Commissioner as much advance notice as possible. The extent to which the Division can assist a company depends to a large extent on the availability of information on the company's products and services, the purpose of the visit and existing contacts within the New Zealand business community. If the product or service is specialized or highly technical, information should be provided on its use, the type of presentation needed and competing products on the market. This will avoid useless research and inappropriate contacts — all of which waste the businessman's time. It is also important to inform the Trade Commissioner on itinerary, follow-up activities and future plans.

With this information at their disposal, the commercial staff will be pleased to arrange a tentative itinerary and make appointments on your behalf which you can confirm on arrival. Because of the increasing number of Canadian businessmen visiting trade posts abroad, hotel reservations should be made by a travel agent.

Canadian business visitors should bring several copies of their product brochures with them, and work out the c.i.f. prices on at least part of their product range.

Business visits should be scheduled between February and November. The summer holiday season, when most businesses are closed, takes place during December and January.

Business Meetings

New Zealand businesspersons are not so different from their Canadian counterparts that one can note specific points during business meetings. Naturally, as in all western countries, normal courtesies such as punctuality are appreciated. Depending on the time for which the meeting is scheduled, you may wish to consider inviting your contact for cocktails and/or dinner. It is considered good form to leave behind small presents bearing the name of your company.

Follow-up

Adequate follow-up is a crucial element in a business trip. Letters of thanks, samples, brochures and information that has been requested should be sent immediately upon your return to Canada. Regular correspondence with resource persons and representatives encountered during the visit, as well as with the Commercial Division of the High Commission will underline the seriousness of your company and the progress of negotiations. Subsequent visits should also be planned if events demonstrate favourable market potential.

Passports and Visas

All visitors to New Zealand must have valid passports. Canadian citizens will normally be granted an entry permit on arrival and do not require visas.

Health Regulations

Although a valid International Certificate of Vaccination is not required for travel directly between Canada and New Zealand, it is advisable to obtain such a certificate before leaving Canada because of possible diversion en route.

Agricultural Health Regulations

Visitors arriving in New Zealand are required to make a declaration to the New Zealand agricultural inspectors about any animal, fruit or vegetable products or plants being carried.

For travel through countries in which certain livestock diseases are endemic, the inspectors may legally require items of clothing and produce to be subjected to disinfection under supervision. Animal products, fruits and vegetables and plants may have to be surrendered for destruction.

Permitted Imports

The following may be taken into New Zealand without payment of duty or sales tax:

- (a) up to 200 cigarettes, 250 g tobacco or 50 cigars;
- (b) one one-litre bottle of wine and one one-litre bottle of spirits;
- (c) personal effects or clothing for own use; and
- (d) a limit of NZ\$ 50.00 is placed on the value of gifts intended for New Zealand citizens.

A brochure on New Zealand Customs concessions for tourists and visitors is available from the New Zealand High Commission, Ottawa.

How to Get There

All international flights, with the exception of some between Australia and New Zealand, pass through Auckland International Airport. Some flights between the eastern seaboard of Australia and New Zealand use Christchurch International Airport. There is limited daily air travel between Sydney, Australia and Wellington International Airport.

For North America, the following alternatives exist:

- Vancouver–Nandi by CP Air and Nandi–Auckland by Air New Zealand;
- Air Pacific or CP Air direct to Sydney, then a number of choices from Sydney to Auckland or Wellington;
- Los Angeles–Sydney by Qantas Airlines and Sydney–Auckland by a number of air lines; and

— Los Angeles-Auckland by Continental Airways, Pan American Airlines or Air New Zealand.

Travel within New Zealand

Air — Air New Zealand, using jet or jet-prop aircraft, operates frequent daily flights between some 30 centres.

Rail — New Zealand Railways operates daily services on its extensive rail network of about 4,800 km. There are two daily services in each direction between Auckland and Wellington, each taking about 12 hours. There is one daily service (of about six hours) in each direction between Christchurch and Dunedin.

Inter-Island — Drive-on, drive-off and rail traffic ferries are operated several times daily by New Zealand Railways in each direction between Wellington and Picton.

Road — Rental cars are available in all but the smallest centres. Users are required to produce a valid driver's licence at the time of taking delivery. Traffic travels on the left side of the road. Major roads are generally well surfaced but nearly all pass through difficult terrain and reasonable care should be exercised. Although the speed limit on the open highway is 80 km per hour, it is seldom that more than 50 km per hour can be sustained on a trip. Public bus routes operate between main centres.

Hotels

In all main centres, there is a range of quality hotels with fully-serviced rooms. Prices quoted are for room only. Because of the the tourist traffic in New Zealand, business visitors should arrange accommodation through their travel agent. Motels which provide accommodation and cooking facilities are less expensive than hotels for travel within New Zealand. In general, motels are clean and well equipped.

Restaurants

There is a range of restaurants of varying quality and price in most cities, providing an alternative to hotel meals. Licensed restaurants serving wines and spirits of international quality are located in all main centres but recommendations should be obtained before

making a reservation, since prices are generally high. Many restaurants do not provide bar service on Sundays and nearly all require reservations.

Tipping

Tipping is not a usual practise in New Zealand, although in the more exclusive hotels and restaurants, it is generally expected.

Telegraph

Local and international telegrams can be sent from post offices throughout the country, or by telephone at any time.

Telex

Main post offices and most modern hotels have telex facilities.

Broadcasting

The Broadcasting Corporation of New Zealand has two television channels transmitting throughout New Zealand. There are 26 community radio stations and 23 non-commercial stations operated by Radio New Zealand. There are eight private commercial radio stations.

V. USEFUL ADDRESSES

Commercial Division
Canadian High Commission
P.O. Box 12-049
4th Floor, ICI House
Molesworth Street
Wellington, New Zealand
Tel.: 739-577
Telex: (Destination code 74)
3577
(Answerback DOMCAN
NZ 3577)
Cable:
DOMCAN WELLINGTON

Honorary Consul for Canada
61 Wakefield Street
Auckland, New Zealand
Tel.: 398-516
Telex: NZ 21645
Cable: SOPRANO

The Secretary
Department of Trade and
Industry
Bowen State Building
Bowen Street
Private Bag
Wellington, New Zealand
Tel.: 720-030
Cable: TRADBORD

The Comptroller of Customs
Customs Department
Investment House
Whitmore Street
Private Bag
Wellington, New Zealand
Tel.: 736-099
Telex: NZ 31213
Cable: CUSWELL

The Secretary
Ministry of Energy
Lambton House
152 Lambton Quay
Private Bag
Wellington, New Zealand
Tel.: 727-044
Telex: NZ 31488
Cable: ENMIN

The Director General
New Zealand Forest
Service
Bowen State Building
Bowen Street
Private Bag
Wellington, New Zealand
Tel.: 721-569
Telex: NZ 31011
Cable: FORESTRY

The Director General
Ministry of Agriculture
and Fisheries
Dominion Farmers
Institute Building
P.O. Box 2298
Private Bag
Wellington, New Zealand
Tel.: 720-367
Telex: NZ 3049
Cable: MAFFACC

Pacific Trade Development
Division, Pacific Bureau
Dept. of External Affairs
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario K1A 0G2
Tel.: (613) 997-2856
Telex: 0533745

New Zealand High
Commission
Suite 801
99 Bank Street
Ottawa, Ontario K1P 6G3
Tel.: (613) 238-5991
Telex: 4282

Director General
New Zealand Post Office
Post Office Headquarters
Centre
Waterloo Quay
Wellington, New Zealand
Tel.: 738-444
Telex: NZ 3330
Cable: POSTDIV

Consul
New Zealand Consulate
Commission
Pacific Centre
P.O. Box 10071
Vancouver, B.C.
V7Y 1B6
Tel.: (604) 684-7388
Telex: 0455186

Regional Offices

If you have not marketed abroad before, you should contact a regional officer of the Department of Regional Industrial Expansion at one of the addresses listed below:

Newfoundland

P.O. Box 8950
Parsons Building
90 O'Leary Avenue
St. John's, Newfoundland
A1B 3R9
Tel.: (709) 772-4884
Telex: 016-4749

Manitoba

P.O. Box 981
400 - 3 Lakeview Square
185 Carlton Street
Winnipeg, Manitoba
R3C 2V2
Tel.: (204) 949-4090
Telex: 075-7624

Prince Edward Island

P.O. Box 1115
Confederation Court Mall
134 Kent Street
Charlottetown, P.E.I.
C1A 7M8
Tel.: (902) 566-7400
Telex: 014-44129

Saskatchewan

8th Floor
Bessborough Tower
601 Spadina Crescent
East
Saskatoon, Saskatchewan
S7K 3G8
Tel.: (306) 665-4400
Telex: 074-2742

Nova Scotia

P.O. Box 1320
11th Floor, Queen Square
45 Alderney Drive
Dartmouth, Nova Scotia
B2Y 4B9
Tel.: (902) 426-2018
Telex: 019-22525

New Brunswick

P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel.: (506) 388-6400
Telex: 014-2200

Quebec

Case postale 247
Bureau 3709, Tour de la
Bourse
800, place Victoria
Montreal, Quebec
H4Z 1E8
Tel.: (514) 283-7907
Telex: 055-60768

Ontario

P.O. Box 98
Suite 4840,
1 First Canadian Place
Toronto, Ontario
M5X 1B1
Tel.: (416) 365-3737
Telex: 065-24378

Alberta

Suite 505
Cornerpoint Building
10179 - 105th Street
Edmonton, Alberta
T5J 3S3
Tel.: (403) 420-2944
Telex: 037-2762

British Columbia

P.O. Box 49178
Bentall Postal Station
Room 1101, Tower Four
Bentall Centre
1055 Dunsmuir Street
Vancouver,
British Columbia
V7X 1K8
Tel.: (604) 666-1434
Telex: 04-51191

Northwest Territories

P.O. Bag 6100
Yellowknife,
Northwest Territories
X1A 1C0
Tel.: (403) 873-6227

Yukon

301-108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
Tel.: (403) 668-4655

VI. BIBLIOGRAPHY

- *Information for Exporters to New Zealand*, New Zealand Customs Department.
- *Doing Business in New Zealand*, New Zealand, Kirk, Barkley & Co., Spicer and Oppenheim, January 1983.
- *Doing Business in New Zealand*, Price Waterhouse.
- *New Zealand Official Year Book*, Department of Statistics, Wellington, New Zealand.
- *Life and Business in New Zealand*, Bank of New South Wales.
- *National Business Review (Weekly)*, (cost NZ\$45 per year) Fourth Estate Subscription Service, P.O. Box 9344, Wellington, New Zealand.
- *The New Zealand Business Who's Who*, FEP Productions Ltd., P.O. Box 9145, Wellington, New Zealand.

Notes

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NEW ZEALAND

Population: 1982: 3,175,700

Population Concentration: 5 Major Cities
12 Other Cities

Climate: Temperate Maritime

Language of Commerce: English

Business Customs: Western

Lifestyle: Western

International Airports: 3

International Ports: 4 Container Terminals
12 Conventional Ports

Government: Parliamentary Democracy

LEGEND

Major Cities



Capital City



SOUTH ISLAND

166°E

Foveaux Strait

Invercargill

Dunedin

Timaru

Christchurch

Canterbury Bight

Tasman Sea

Cook Strait

Nelson

Wellington

Palmerston North

Wanganui

Hastings

Napier

Hamilton

Touranga

Rotorua

Gisborne

Whangarei

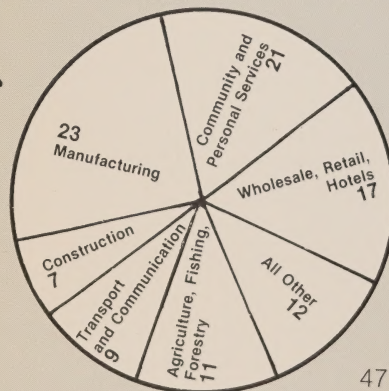
NORTH ISLAND

34°S

41°S

Distribution of Workforce by Major Sectors:

% of Total Workforce



47°S

179°E

Pacific Ocean



External Affairs
Canada

Affaires extérieures
Canada

Canada